



# TELE2

## EXPERIENCES FROM KAZAKHSTAN

2016-11-10

Guillaume van Gaver

TELE2

A telecommunications tower is visible on the left side of the image, partially obscured by the large text. The tower is a lattice structure with various antennas and equipment attached to it.

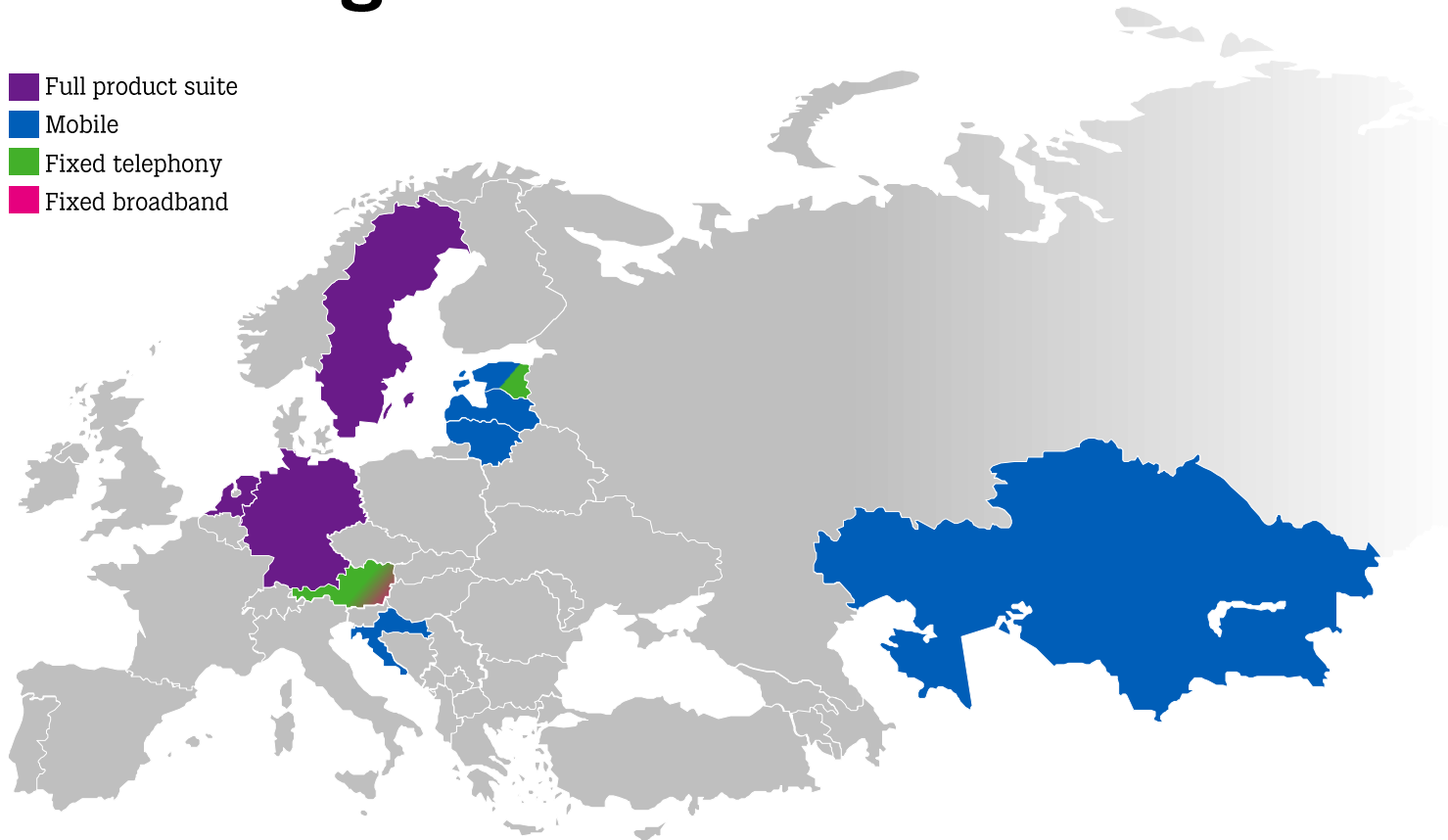
# TELE2 GROUP

# Tele2 – Part of the Kinnevik Group



# Tele2 at a glance

- Full product suite
- Mobile
- Fixed telephony
- Fixed broadband



9+1  
Countries\*

27  
Net sales  
SEK billion

6  
EBITDA  
SEK billion

16.5  
Million customers

5,600  
Employees

\*Sweden, the Netherlands, Kazakhstan, Croatia, Lithuania, Latvia, Estonia, Austria & Germany + IoT

**TELE2**



# TELE2 KAZAKHSTAN

A wide-angle photograph of the Nur-Astana skyline in Astana, Kazakhstan, during the "blue hour" of dusk. The sky is a mix of deep blues and soft pinks. The Ak-Saiyran Tower, with its distinctive golden dome and lattice structure, stands prominently in the center. To its left are several tall, dark skyscrapers. In the foreground, a large public square features a series of colorful, illuminated fountains spraying water upwards. The overall scene is a vibrant representation of modern urban architecture.

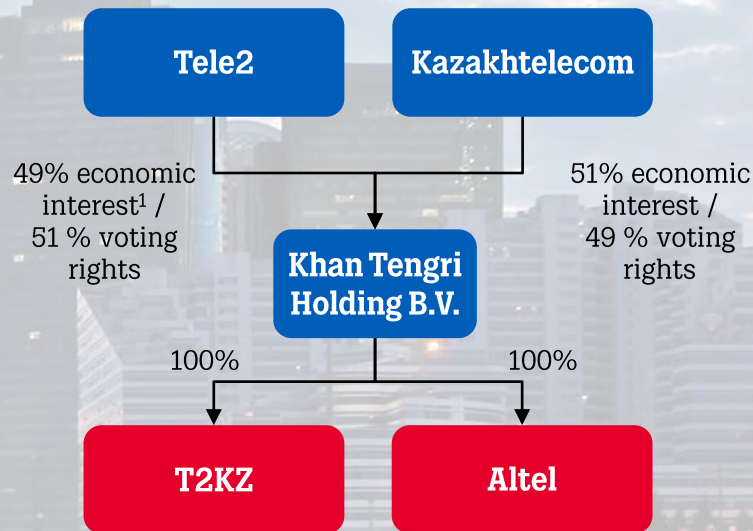
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# Operations in Kazakhstan

## General Information

- Footprint from 2009
- Struggled on our own to be profitable
- The way forward – Partner with Kazakhtelecom to form a Joint Venture (JV)

## Transaction Structure



1) 31% economic interest on a fully diluted basis (taking account of Asianet's future 18% earn out)



# Strong Corporate Governance

**Management  
Control**



**Board  
Composition**



**Tele2 Code of  
Conduct**



**Anti -  
Corruption**



# Strong Corporate Governance

**Ownership  
Structure**



**Advisory  
Board**



**Tele2 Way**



**Privacy and  
integrity**





# Sustainable business in Kazakhstan



## **PATIENCE:**

Things will take time if you don't take shortcuts

## **CLARITY:**

Be clear towards partners and supplier regarding policies and procedures

## **PRECISION:**

Four eyes principle and purchasing policy is stronger here than other countries

# Sustainable business in Kazakhstan

A person is seen climbing a vertical rock face on the right side of the image. The background consists of a vast, misty mountain range under a pale sky. The foreground shows a dense forest of evergreen trees on a hillside.

Sweden sets a worldwide benchmark in sustainable business and corporate governance. The more Swedish companies involved in the Kazakh market, the better for the business climate. Swedish companies has a purpose and a duty, setting the bar for all stakeholders.